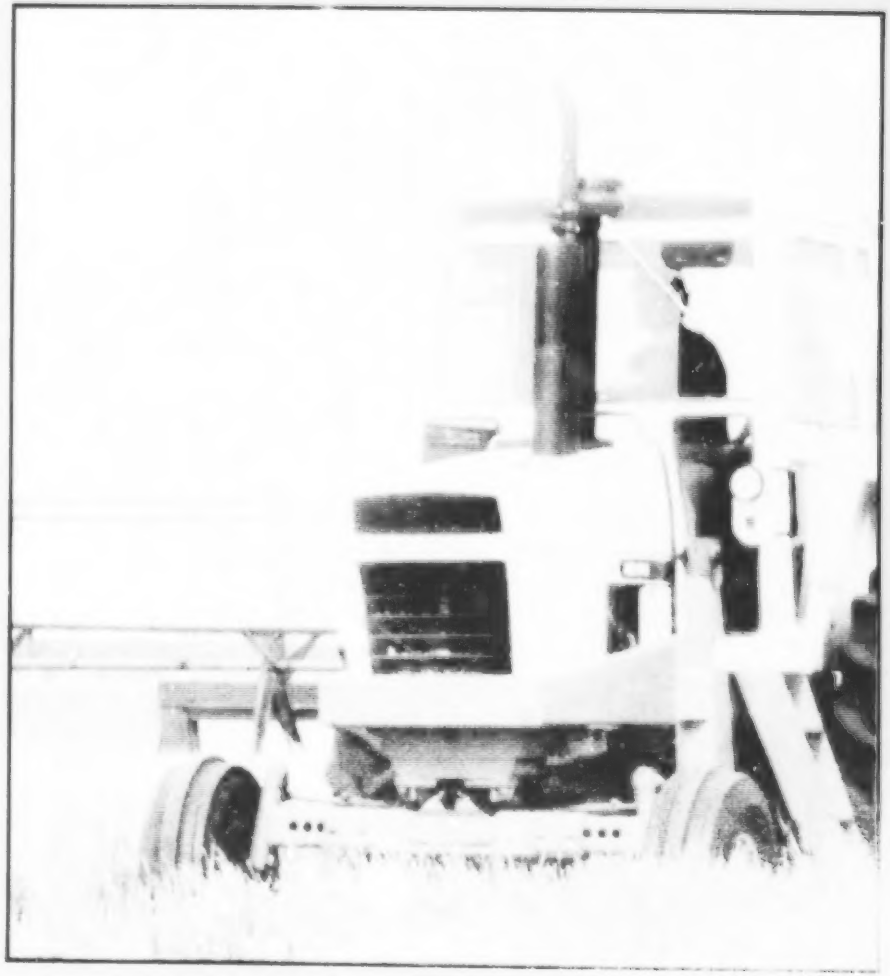
custom rates survey summary 1990

a budget guide for 1990 custom rates



Alberta
AGDEX NO. 825-9 AGRICULTURE
Farm Business Management Branch

90-05838/

PREFACE

As custom and rental agreements are being negotiated, it is useful to know what others are paying or charging for similar services. Since 1977, Alberta Agriculture has annually surveyed custom and rental rates to provide information to farmers and custom operators making custom work and rental decisions.

This publication presents a summary of custom work and land rental rates during 1989. These rates are intended only as a guide for 1990. They are not to be interpreted as the rates you must charge or pay.

This publication is a co-operative endeavor by Alberta Agriculture's Statistics Branch and Farm Business Management Branch. The publication was prepared by Cheri Humphries under the supervision of Craig Edwards, Farm Business Management Branch from data collected by Maureen Whitlock, Statistics Branch.

THE DEPARTMENT GRATEFULLY ACKNOWLEDGES THE CONTRIBUTION OF THE FARMERS AND CUSTOM OPERATORS WHO WILLINGLY CO-OPERATED BY PROVIDING INFORMATION ABOUT THEIR CUSTOM AND RENTAL RATES.

J. Wilson Loree, P.Ag., Head
Farm Business Management Branch
Box 2000
Olds, Alberta T0M 1P0

February, 1990

Copies of this publication may be obtained from:

Print Media Branch
Alberta Agriculture
7000 - 113 Street
Edmonton, Alberta
T6H 5T6

or

Alberta Agriculture's district offices

Revised 1989 2 9M

TABLE OF CONTENTS

Page

Introduction....1
How to Use Custom Rate Information....2
Custom Rates
- Tillage....4
- Seeding....5
- Fertilizer Application....5
- Herbicide Application....6
- Grain Harvesting....7
- Haying....9
- Silage....10
- Grain Processing....12
- Livestock Hauling....13
- Corral Cleaning....13
- Fencing....14
- Land Breaking and Clearing....15

Machine Rental....18
Cropland Leasing....20
Pasture Leasing....22

Objective

The Custom Rates Survey Summary began in 1977 as a response to a need for this type of information by farmers, custom operators and agriculturists.

The specific objective of this publication is to organize and report 1989 custom rates for certain custom operations on the farm. No effort is made to evaluate fairness of reported rates. The goal is to report what is being charged, not what should be charged.

Sample Size

The reader should note that the sample size is often small and thus, reported rates should only be used as a general indication of rates that are being charged for the various custom operations in Alberta. Custom rates in this publication are not to be interpreted as recommended rates. Individual custom operations should still be evaluated on their own merit.

Users of Custom Rates Information

Custom rate information can be useful to many people involved in agriculture and other related activities. Farmers may find custom rates useful as a guide for machinery management, budgeting and financial planning for credit needs. Also, custom rates can be useful as a guide in negotiating settlements for work performed for neighbors or others. Lenders, educators, government institutions and others doing budgeting or planning analysis may also find custom rates useful as guides in their work. Custom operators can use these guides to compare their own rate with the market rate in a certain area.

Understanding the Tables

Custom rates for various operations in Alberta are illustrated on pages 4 to 24. The tables are itemized under type of OPERATION surveyed, location where rates apply, most common rates charged in 1988, range of rates charged in 1989 and most common rates charged in 1989. Under the heading LOCATION, six regions were identified. These regions are outlined on the map on page 3. Where the LOCATION is identified as south, central and north, two regions are combined into one location. South consists of Region 1 and 2, Central consists of Region 3 and 4, and North consists of Region 5 and 6.

Custom rates in 1989 for the various operations are shown as RANGE-1989 and MOST COMMON-1989. The rates quoted most often by custom operators are under the heading MOST COMMON-1989. Variations in rates from lowest to highest are under the heading RANGE-1989. The reason for these ranges is due to many factors some of which are listed below.

Factors that contribute to lower rates include:

a) neighborly work exchange;
b) location of job in relation to home base of custom operator;
c) custom operator's desire to cover variable costs, but not necessarily all fixed costs;
d) use of older equipment which does not reflect current investment cost;
e) services such as labor, meals, fuel, supervision, transportation or other convenience services, being provided to the custom operator by the farmer; and
f) the size of job.

Factors that contribute to higher rates include:

a) full-time custom operators who are covering all costs;
b) charging what the market will bear;
c) tough jobs requiring extra power, repairs, fuel or time;
d) field conditions such as rocks, rough terrain, obstructions, or high yield crops; and
e) small size jobs.

HOW TO USE CUSTOM RATE INFORMATION

Rates quoted in this publication for the various custom operations are expressed in numerous ways (per hour, ton, tonne, bale, acres, etc.). Before comparing the various custom operations, always choose the appropriate basis on which to compare. For example, grain harvesting may require a per acre cost as compared to corral cleaning where a per hour rate is more appropriate. When custom rates are given in dollars per hour, it is advisable to convert to a physical unit cost (bushels, tonnes, acres) that is appropriate to that operation. A low cost per hour can be a very high cost per acre, tonne, etc.

Since custom rates quoted in this publication may not suit all custom operators and those hiring custom work, it is advisable to calculate one's own custom costs.

WOOD
BUFFALO
NATIONAL
PARK
PEACE
RIVER
REGION
• FAIRVIEW
6
NORTH
EAST
REGION
4
• BARRHEAD
NORTH WEST
REGION
5
WILLMORE
WILDERNESS
PARK
JASPER
NATIONAL
PARK
VERMILION •
NORTH CENTRAL REGION
• RED DEER
3
BANFF
NATIONAL
PARK
SOUTH CENTRAL REGION
2
• CALGARY
1
SOUTHERN REGION
• LETHBRIDGE
WATERTON LAKES
NATIONAL PARK
Alberta
CANADA
AGRICULTURAL REGIONS
• REGIONAL OFFICE

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1988	RANGE - 1989	MOST COMMON - 1989
Plowing				
	South	$18.00-25.00/ac	$10.00-24.00/ac	$10.00-24.00/ac
	Central	*$68/h	*$65.00-68.00/h	*$65.00-68.50/h
	North	*$75/h	--	--
* One Report Surveyed November 1989 Total Reports 8				
Discing - crop or stubble				
	South	$3.50-6.00/ac	$4.00-6.00/ac	$4.00-5.00/ac
	Central	$4.00-5.75/ac	$5.00-6.00/ac	$5.00-6.00/ac
	North	$6.00/ac	$5.00/ac	$5.00/ac
Surveyed November 1989 Total Reports 11				
Discing - pasture or hay				
	Alberta	$9.25-10.00/ac	$5.00-10.00/ac	$5.00-10.00/ac
Surveyed November 1989 Total Reports 6				
Cultivating				
	Region 1	$3.50-5.50/ac	$3.25-5.50/ac	$3.25-5.00/ac
	Region 2	$3.75-5.50/ac	$4.50-7.00/ac	$4.50-6.00/ac
	Region 3	$3.00-4.50/ac	$3.50-5.00/ac	$3.50-5.00/ac
	Region 4	$4.75-6.00/ac	$5.00-7.00/ac	$5.00-6.00/ac
	Region 5	$3.30-6.00/ac	$4.00-5.00/ac	$4.00-5.00/ac
Surveyed November 1989 Total Reports 34	Region 6	$5.00-5.50/ac	$4.00-5.00/ac	$4.00-5.00/ac
Harrowing				
	Alberta	$1.75-2.50/ac	$1.50-2.75/ac	$1.50-2.75/ac
Surveyed November 1989 Total Reports 2				

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1988	RANGE - 1989	MOST COMMON - 1989
Seeding Drill/Disc/Air Seeder	Region 1	$6.00-7.00/ac	$6.00-10.00/ac	$6.00-6.50/ac
	Region 2	$6.00-7.00/ac	$3.00-10.00/ac	$6.00-7.00/ac
	Region 3	$6.00-7.50/ac	$5.00-6.50/ac	$5.00-6.50/ac
	Region 4	$5.00.ac	--	--
* One Report for Region Surveyed June 1989 Total Reports 14	Region 5	*$6.00/ac	$2.50-3.50/ac	$2.50-3.50/ac
	Region 6	$3.75-6.50/ac	$6.50/ac	$6.50/ac
Aerial Seeding Lowest rates for grasses and Canola Highest rate for grains	Region 1	*$5.00/ac	$5.00/ac	*$5.00/ac
	Region 2	$6.00-7.00/ac	$3.00-7.00/ac	$3.00-4.00/ac
	Region 3	$3.00-4.50/ac	*$3.50/ac	*$3.50/ac
	Region 4	$3.00-4.10/ac	--	--
* One Report for Region Surveyed June 1989 Total Reports 6	Region 5	$3.50-4.00/ac	--	--
	Region 6	*$2.50/ac	--	--
Granular Fertilizer Application	Region 1	$3.00/ac	$2.50-3.50/ac	$3.00/ac
Truck Mount, Floaters & Pull-Type	Region 2	$3.00-3.25/ac	$3.00-3.50/ac	$3.00-3.50/ac
	Region 3	$2.75-3.25/ac	$2.75-3.50/ac	$3.00/ac
	Region 4	$2.75-3.00/ac	*$3.00/ac	*$3.00/ac
* One Report for Region Surveyed June 1989	Region 5	$2.75-3.00/ac	$2.75-3.00/ac	$3.00/ac
Total Reports 48	Region 6	$3.00/ac	$3.50-4.00/ac	$3.50-4.00/ac
Granular Fertilizer Application Air Seeder	South	$4.00-6.50/ac	$6.00-7.00/ac	$6.00/ac
	Central	$4.50-8.00/ac	$5.00-6.00/ac	$5.00-6.00/ac
* One Report for Region Surveyed June 1989 Total Reports 9	North	$6.00-7.50/ac	*$6.50/ac	*$6.50/ac

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1988	RANGE - 1989	MOST COMMON - 1989
Aerial Granular Fertilizer				
	Region 1	*$5.00/ac	--	--
	Region 2	*$3.50/ac	*$3.50/ac	*$3.50/ac
	Region 3	--	--	--
	Region 4	*$3.75/ac	--	--
* One Report for Region Surveyed June 1989	Region 5	--	--	--
Total Reports 1	Region 6	--	--	--
Liquid Fertilizer Application	Region 1	*$3.75/ac	*$2.50-10.00/ac	$3.50/ac
Floater, Truck Mount, Pull-Type & Fixed Wing	Region 2	$2.00-3.25/ac	$3.00-6.00/ac	$3.25/ac
	Region 3	--	--	--
(Fixed wing at 2 gallon rate)	Region 4	$3.00-3.50/ac	$3.50-4.70/ac	$3.50-4.00/ac
* One Report for Region Surveyed June 1989	Region 5	*$3.00/ac	*$3.00/ac	*$3.00/ac
Total Reports 17	Region 6	$3.00-3.50/ac	--	--
Herbicide Application				
Truck, Floater, Pull-Type	Region 1	$2.00-2.75/ac	$2.00-3.75/ac	$2.50-2.75/ac
	Region 2	$2.75-3.00/ac	$2.00-3.75/ac	$3.50/ac
	Region 3	$2.10-2.75/ac	$2.00-3.20/ac	$3.00/ac
	Region 4	$2.75-3.50/ac	*$3.00/ac	*$3.00/ac
* One Report for Region Surveyed June 1989	Region 5	$2.50-3.00/ac	$2.00-3.00/ac	$2.00-3.00/ac
Total Reports 24	Region 6	$2.75-3.75/ac	*$3.75/ac	*$3.75/ac
Aerial Herbicide				
NB - Higher rates are for more water used	Region 1	$3.40-3.50/ac @ 2 gal	$3.00-5.50/ac 2-5 gal	$3.50/ac @ 2 gal
	Region 2	$3.50-3.75/ac @ 2 gal	$2.85-4.25/ac 2-5 gal	$3.50-4.00/ac @ 2 gal
	Region 3	$3.00-3.65/ac @ 2 gal	$3.50-5.00/ac 2-5 gal	$3.00-5.00/ac @ 2 gal
	Region 4	*$3.85/ac @ 2 gal	--	--
* One Report for Region Surveyed June 1989	Region 5	$3.25-4.00/ac @ 2 gal	*$3.60-4.80/ac 2-5 gal	*$3.60-4.80/ac @ 2 gal
Total Reports 12	Region 6	$2.75-3.00/ac @ 2 gal	--	--

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1988	RANGE - 1989	MOST COMMON - 1989
Grain Swathing				
	Region 1	$5.00-6.50/ac	$3.00-7.00/ac	$6.00/ac
	Region 2	$4.50-5.75/ac	$4.50-9.00/ac	$5.00/ac
	Region 3	*$4.25/ac	*$5.00-6.00/ac	$5.00/ac
	Region 4	--	$4.50-5.00/ac	$5.00/ac
	Region 5	*$4.50-6.00/ac	$3.00-6.00/ac	$6.00/ac
* One Report Surveyed September-October 1989 Total Reports 42	Region 6	*$3.50/ac	*$3.50/ac	$3.50/ac
	Alberta	$35-50/h	$30-60/h	$40/h
Combining				
	Region 1 Dry	$12.00/ac	$12.00-15.00/ac	$12.00/ac
	Irrigated	$17.00-23.00/ac	$17.00-25.00/ac	$17.00-23.00/ac
	Region 2	$12.00-15.00/ac	$12.00-15.00/ac	$12.00-14.00/ac
	Region 3	$12.00-14.00/ac	$11.00-15.00/ac	$12.00-14.00/ac
	Region 4	$15.00/ac	$12.00-15.00/ac	$12.00/ac
	Region 5	$12.50-16.50/ac	$12.00-14.00/ac	$12.00-14.00/ac
Surveyed September-October 1989	Region 6	$11.00-15.00/ac	--	--
Total Reports 59		$75-100/h	$80.00-130.00/h	$100.00/h
Combining and Hauling				
	Region 1 Dry	$11.00-14.00/ac	$12.00-20.00/ac	$14.00-17.00/ac
	Irrigated	$21.00-24.00/ac	$16.00-27.00/ac	$22.00/ac
	Region 2	$15.00-18.00/ac	$15.00-20.00/ac	$15.00-18.00/ac
	Region 3	$85.00-95.00/h	$85.00-135.00/h	$110.00/h
	Region 4	*$15.00	$12.00-15.00/ac	$12.00-15.00/ac
	Region 5	$85.00-100.00/h	$90.00-125.00/h	$100.00/h
* One Report Surveyed September-October 1989 Total Reports 66	Region 6	$100.00-120.00/h	$100-135/h	$100-120/h

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1988	RANGE - 1989	MOST COMMON - 1989
Grain Drying (based on wheat)				
	Per Point	--	--	$.04/pt
* Five Reports	Per Hour	--	--	*$30-70/hr
Surveyed September-October 1989				
Total Reports 0	Per Bushel	--	--	$.17-.24/bu

		0-24 Miles	25-50 Miles	51-100 Miles	Over 100 Miles
Long Distance Grain Hauling					
	Region 1				
22 to 37 tonne trucks	Range	$.10-.15/bu	$.10-.25/bu	$.18-.27/bu	$.34/bu
	Most Common	$.12/bu	$.15-.18/bu	$.20-.25/bu	$.34/bu
	Region 2				
	Range	$.09-.17/bu	$.20-.30/bu	$.20-.28/bu	*$.35/bu
	Most Common	$.12-.14/bu	$.20-.30/bu	$.20-.28/bu	*$.35/bu
	Region 3				
	Range	$4.00-6.00/tonne	$6.00-7.00/tonne	$9.50-10.00/tonne	$12.00-15.00/tonne
	Most Common	$4.00-6.00/tonne	$6.00-7.00/tonne	$9.50-10.00/tonne	$12.00-15.00/tonne
	Region 4				
	Range	*$.10/bu	*$.11/bu	*$.17/bu	*$.34/bu
	Most Common	*$.10/bu	*$.11/bu	*$.17/bu	*$.34/bu
	Region 5				
	Range	*$4.00-6.25/tonne	*$8.00/tonne	--	--
	Most Common	*$4.00-4.25/tonne	*$8.00/tonne	--	--
* One Report	Region 6				
Surveyed September-October 1989	Range	$6.00/tonne	*$7.00/tonne	$8.00-9.00/tonne	$11.00-13.30/tonne
Total Surveyed 84	Most Common	$6.00/tonne	*$7.00/tonne	$8.00-9.00/tonne	$11.00-13.50/tonne

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1988	RANGE - 1989	MOST COMMON - 1989
Cutting & Conditioning Hay				
	Region 1	$8.00-10.00/ac	$9.00-12.00/ac	$10.00-12.00/ac
	Region 2	$7.00-10.00/ac	$6.25-11.00/ac	$9.00-11.00/ac
	Region 3	*$6.00-8.00/ac	$5.00 8.00/ac	$6.00-8.00/ac
	Region 4	*$8.00/ac	--	--
	Region 5	*$6.00/ac	$5.50-9.25/ac	$7.00/ac
* One Report Surveyed July 1989 Total Reports 17	Region 6	--		-- --
Baling				
Small Square	Region 1	$.30-.40/bale	$.25-.50/bale	$.25-.35/bale
	Region 2	$.30-.40/bale	$.25-.40/bale	$.30-.40/bale
	Region 3	--	*$.28/bale	*$.28/bale
	Region 4	*$.30/bale	*$.25/bale	*$.25/bale
* One Report Surveyed July 1989 Total Reports 24	Region 5	--	$.25-.26/bale	$.25-.40/bale
	Region 6	--	--	--
Stacking and Hauling				
Small Square Bales Less Than 1 Mile * One Report Surveyed July 1989 Total Reports 19	South	$.25-.30/bale	$.20-.31/bale	$.25-.30/bale
	Central	$.20-.27/bale	$.20-.30/bale	$.20-.30/bale
	North	--	$.25-.26/bale	$.25-.26/bale
Large Square				
* One Report Survey July 1989 Total Reports 1	Alberta	$10.00-12.00/bale	$10.00/bale	$10.00/bale

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON 1988	RANGE 1989	MOST COMMON 1989
Baling				
Round Bales	Region 1	$5.00-6.50/bale	$5.00-7.00/bale	$5.00-6.50/bale
	Region 2	$5.00-6.50/bale	$5.00-7.00/bale	$5.00-6.50/bale
	Region 3	$5.00-6.50/bale	$5.00-7.00/bale	$5.00-6.50/bale
	Region 4	$5.00-6.50/bale	$5.00-7.00/bale	$5.00-6.00/bale
	Region 5	$5.50/bale	$5.50-6.00/bale	$5.50/bale
Surveyed July 1989 Total Reports 41	Region 6	$5.00-6.00/bale	$5.00-6.00/bale	$5.00-6.00/bale
Stacking & Hauling Round Bales Less Than 1 Mile	South	$2.00-2.50/bale	$2.00-3.00/bale	$2.00-2.50/bale
	Central	$1.00-1.75/bale	*$3.00/bale	$3.00/bale
*One Report Surveyed July 1989 Total Reports 6	North	--	--	--
Cutting - Silage	Alberta	$5.78-8.00/ac $35-40/h	$5.00-11.00/ac	$5.00-6.00/ac $35-50/ac
Surveyed August 1989 Total Reports 13				
Chopping Silage (Wet Tonne) Tractor and Harvester	Alberta	$3.35-6.00/tonne $95-125/h	$3.00-6.00/tonne $100-140/h	$3.35-6.00/tonne $120-130/h
Surveyed August 1989 Total Reports 11				
Hauling Silage Truck and Operator 1 mile - 3 miles haul	Alberta	$25-35/h $2.20-4.00/tonne	$32-45/h $2.00-2.50/tonne	$35/h $2.20-2.50/tonne
* One Report Surveyed August 1989 Total Reports 10				

		MOST COMMON 1988	RANGE 1989	MOST COMMON 1989
Chopping and Hauling (Wet Tonne)				
1-3 Mile Haul	Alberta	$5.50-6.50/tonne	$4.50-9.00/tonne $125-170/h	$5.00-6.00/tonne $135-165/h
Surveyed August 1989				
Total Reports 12				
Packing Silage				
	Alberta	$42-50/h $1.10-1.70/tonne	$42-50/h $1.00-2.00/tonne	$42-50/h $1.00-2.00/tonne
Surveyed August 1989				
Total Reports 7				
Silage Bagging				
chopping, hauling & bagging				
includes bag	Alberta			
	8' x 150' bag	$1300-1800	$1300-2400	$1400-1600
* One Report	9' x 135' bag	$1800	*$2000	*$2000
Surveyed August 1989	9' x 150' bag	--	$1850-2200	$1850-2200
Total Reports 13	9' x 200' bag	$2550-2600	$2600-2650	--
	10' x 150' bag	$2400	$2400	*$24003200
	10' x 200' bag	$3200	$3000-3200	$3000-3200
Silage Bagging - bagging only				
includes bag	Alberta			
	8' x 150' bag	$700-775	$700-950	$700-950
	9' x 135' bag	$900-1000	$1000	$1000
Surveyed August 1989	10' x 150' bag	$1400	$1350-1400	$1400
Total Reports 11	10' x 200' bag	$1800	$1400-1800	$1800
		Under 100 Miles	**100-200 Miles**	**Over 200 Miles**
Long Distance Hay Hauling				
	South	$2.50-4.00/loaded mile	--	--
	Central	$2.50-3.50/loaded mile	$2.75-3.00/loaded mile	$2.75-3.00/loaded mile
Surveyed July 1989	North	$3.00/loaded mile	$3.00/loaded mile	$3.00/loaded mile
Total Reports 13				

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1988	RANGE - 1989	MOST COMMON - 1989
Grain Processing - Grinding				
Per Tonne	Region 1	$13.00-20.00/tonne	$13.00-20.00/tonne	$13.00-20.00/tonne
	Region 2	$10.00-22.00	$9.00-20.00	$9.00-20.00
	Region 3	$10.00-12.00	$10.00-15.00	$10.00-12.00
	Region 4	$10.50-14.00	$10.50-14.00	$10.50-14.00
	Region 5	$8.00-12.50	$12.00-12.50	$12.00-12.50
Surveyed January 1989	Region 6	$12.00-13.00	$12.00-13.00	$12.00-13.00
Total Reports 25				
Grain Processing - Dry Rolling				
Per Tonne	Region 1	$13.00-20.00/tonne	$13.00-20.00/tonne	$13.00-20.00/tonne
	Region 2	$10.00-20.00	*$9.00	*$9.00
	Region 3	$8.00-12.00	$9.00-12.00	$9.00-12.00
	Region 4	$10.00-14.00	$10.00-14.00	$10.00-14.00
	Region 5	$8.00-12.50	$12.00-12.50	$12.00-12.50
* One Report				
Surveyed January 1989	Region 6	$12.00-13.00	$12.00-13.00	$12.00-13.00
Total Reports 23				
Grain Processing - Steam Rolling				
Per Tonne	South	$20.00-24.00/tonne	$20.00-22.00/tonne	$20.00-22.00/tonne
	Central	$22.00-25.00	$22.00-25.00	$22.00-25.00
* One Report				
Surveyed January 1989	Noeth	*$18.00	*$18.00	*$18.00
Total Reports 6				
Grain Processing - Pelleting				
Per Tonne	Alberta	$15.00-20.00/tonne	$18.00-38.80/tonne	$18.00-38.80/tonne
Surveyed January 1989				
Total Reports 4				

RATES SURVEYED

OPERATION

Feeding

		Yardage	Death Loss	Total Cost/lb Gain
	Backgrounding Calves	Range $.11-.18/day	.50-2.00%	$.45-.70/lb
		Most Common $.12-.15/day	.50-1.50%	$.55-63/lb
	Calves to Finish	Range $.12-.16/day	.25-2.00%	$.55-.70/lb
		Most Common $.12-.15/day	.25-2.00%	$.55-.65/lb
	Yearlings to Finish	Range $.12-.15/day	.25-1.00%	$.50-.65/lb
		Most Common $.12-.15/day	.25-.75%	$.50-.65/lb

Date Surveyed January 1990
Total Reports 44

Livestock Hauling - Alberta

Miles	Possum Belly Liner	Straightliner	Body Truck
0-50 miles	$3.00-3.25/loaded mile	$2.50-2.75/loaded mile	$2.00-2.25/loaded mile
50-100 miles	$2.50-3.25/loaded mile	$2.40-2.75/loaded mile	$2.00-2.25/loaded mile
100-200 miles	$2.50-2.75/loaded mile	$2.25-2.65/loaded mile	$2.00-2.25/loaded mile
200+ miles	$2.25-2.50/loaded mile	$2.25-2.50/loaded mile	$2.00-2.50/loaded mile

Surveyed January 1990
Total Reports 63

Custom Corral Cleaning - Alberta

Type of Equipment	Range 1989	Most Common 1989
Loaders, 3 Spreaders, 4-5 Operators	$160-245/h	$160-200/h
Loader, 2 Spreaders, 2-3 Operators	$90-145/h	$105-135/h
Loader, 1 Spreader, 2 Operators	$80-120/h	$80-110/h

Surveyed January 1990
Total Reports 33

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1988	RANGE - 1989	MOST COMMON - 1989
Fence Construction				
3 & 4 Wires, Labor, Equipment	Alberta Barbwire	$1100-1400/mi	$900-1600/mi	$1100-1450/mi
Planking, Labor, Equipment		*$40.00/h	--	--
* One Report Surveyed January 1990 Total Report 26				
Fence Removal				
Barbed Wire	Alberta	$400-600/mi	$400-600/mi	$400-600/mi
Surveyed January 1990 Total Reports 18				
Post Pounding				
Equipment and 2 Operators	Alberta	$40.00-55.00/h	$25.00-60.00/h	$40.00-55.00/h
Surveyed January 1990 Total Reports 18				

LAND BREAKING AND CLEARING

The land clearing and breaking survey was conducted in October and November, 1989. Please note that these rates can vary depending on bush type, terrain and equipment used. Rates are based on one pass.

SOUTHERN ALBERTA

OPERATION	EQUIPMENT	COST PER ACRE MOST COMMON 1988	RANGE 1989	MOST COMMON 1989
Brushing and Piling with Dozer Blade	D6 (140-180 h)	*$70/h	$70-85/h	$70/h
	D7, (180-200 hp)	$60-82/h	$75-120/h	$75-85/h
	D8 (225-335 hp)	$90/h	$90/h	$95-110/h
Repiling		--	--	--
		--	--	--
Ripping		$80-110/h	$50-120/h	$80-110/h
Discing		$5-25/ac	$8-30/ac	$8-18/ac
Rototilling		$80-100/ac	$25-80/ac	$25-80/ac
		--	$55-120/h	$55-120/h
Root Raking		--	--	--
Rock Raking		--	--	--
Rock Picking		--	--	--
Dugouts		*$1.00-1.25/$yd^3$	$.75-1.00/$yd^3$	$.75-1.00/$yd^3$
		$60-100/h	$75-87/h	$75-87/h
Drainage		--	$50-75/h	$50-75/h

* One Report

CENTRAL ALBERTA

OPERATION	EQUIPMENT	MOST COMMON 1988	RANGE 1989	MOST COMMON 1989
Brushing and Piling with Dozer Blade	D6, (140-180 hp)	$65-75/h	$50-75/h	$50-75/h
	D7,(180-200 hp)	$75-95/h	$75-125/h	$75-85/h
	D8	$80-130/h	$80-130/h	$90-120/h
Repiling		$55-90/h	--	--
Ripping		$85-120/h	$75-140/h	$90-130/h
Discing		--	$20/ac	$20/ac
Rototilling		$180/h	$95-125/h	$95-125/h
Root Raking		$75-80/h	--	--
Rock Raking		$58/h	*$30/h	*$30/h
Rock Picking		$75/h	*$90/h	*$90/h
Dugouts		$65-90/h	$60-120/h $1.00/$y^3$	$60-100/h $1.00/$y^3$
Drainage			$60-100/h	$60-100/h

* One Report

NORTHERN ALBERTA

OPERATION	EQUIPMENT	MOST COMMON 1988	RANGE 1989	MOST COMMON 1989
Brushing and Piling With Dozer Blade	D6 (140-180 hp)	$60-75/h	$60-75/h	$60-75/h
	D7 (180-200 hp)	$70-72/h	$100/h	$100/h
	D8 (225-335 hp)	$85-95/h	$70-130/h	$100-130/h
Repiling		$60-100/h	--	--
Ripping		$75-130/h	$75-130/h	$75-130/h
Discing		$50-75/h $25-35/ac	-- $10-30/ac	-- $25-30/ac
Plowing		$72-125/h $40/ac	-- $25-60/ac	-- $30-40/ac
Rototilling		--	$85-110/h	$85-110/h
Root Raking		$55-130/h	$40-55/h	$40-55/h
Dugout		$75-95/h $.65-1.00/$m^3$	$75-100/h --	$75-100/h --
Land Rolling		--	--	--

* One Report
Surveyed October and November 1989
Total Reports 147

MACHINE RENTAL

EQUIPMENT	LOCATION	MOST COMMON 1988	RANGE 1989	MOST COMMON 1989
Anhydrous Ammonia Equipment				
	Region 1	--	$2.00-5.00/ac	$2.00-5.00/ac
	Region 2	$65.00-80.00/tonne	$30.00-60.00/tonne	$30.00-60.00/tonne
	Region 3	*$30.00/tonne	$45.00/tonne	$45.00/tonne
	Region 4	--	--	--
* One Report	Region 5	*$80.00/tonne	--	--
Surveyed June 1989				
Total Reports 19	Region 6	$40.00-80.00/tonne	$40.00/day	$40.00/day
Liquid Fertilizer Equipment				
	South	$1.00-1.50/ac	$.50-5.00/ac	$1.00-3.00/ac
	Central	$1.00-1.50/ac	$1.00-2.00/ac	$1.00-2.00/ac
Surveyed June 1989				
Total Reports 9	North	$1.50/ac	--	--
Herbicide Equipment (Pull-Type)				
	Region 1	$1.00/ac	$1.00-3.00/ac	$1.00/ac
	Region 2	$.75-1.25/ac	$.75-3.50/ac	$1.00/ac
	Region 3	$.75-1.00/ac	--	$1.00-2.00/ac
	Region 4	$.75-1.00/ac	$1.00-3.50/ac	--
	Region 5	$.50-1.00/ac	--	--
Surveyed June 1989				
Total Reports 18	Region 6	$1.00/ac	--	--

MACHINE RENTAL

EQUIPMENT	LOCATION	MOST COMMON 1988	RANGE 1989	MOST COMMON 1989
Fertilizer Equipment (Pull-Type)				
	Region 1	$0.75-1.50/ac	$0.50-3.00/ac	$1.00-3.00/ac
Granular		***$3.75/ac	--	--
		$4.00-6.00/tonne	$6.00-7.00/tonne	$6.00-7.00/tonne
	Region 2	$0.50-1.00/ac	$0.75-3.00/ac	$0.75-2.50/ac
		--	$3.75-5.00/ac	--
		$5.00/tonne	--	--
	Region 3	$0.50-1.25/ac	$0.50-5.00/ac	$1.00-2.50/ac
		--	**$3.00-10.00/ac	$3.00-6.00/ac
		$5.00-8.00/tonne	$7.00-8.00/tonne	$7.00-8.00/tonne
	Region 4	$0.50-1.10/ac	--	--
		**$2.00-3.00/ac	--	--
		$6.00-9.00/tonne	$6.00-9.00/tonne	$6.00-9.00/tonne
	Region 5	*$1.00/ac	$0.60-2.75/ac	$0.60-2.75/ac
		***$2.50/ac	--	--
		$5.00-6.00/tonne	*$5.00/tonne	$5.00/tonne
* One Report	Region 6	$1.00-1.25/ac	*$1.00/ac	$1.00/ac
** Banding Equipment		--	--	--
Surveyed June 1989		--	$40.00-50.00/day	$40.00-50.00/day
Total Reports 46				
Tractors				
	Alberta			
Under 60 PTO hp		$0.20/h/PTO hp		$0.23/h/PTO hp
60-100 PTO hp		$0.18-.20/h/PTO hp		$0.21/h/PTO hp
100-180 PTO hp		$0.18-.20/h/PTO hp		$0.21/h/PTO hp
4 WD		$0.18/h/PTO hp		$0.21/h/PTO hp
Surveyed January 1989				

LAND LEASING

The major factors that seem to influence the rental rates for land are:

1) The demand for rental land in the area;
2) Variation in the quality and productivity of land;
3) Transactions at arm's length;
4) The dependability of the tenant;
5) The length and terms of the lease or cash rent agreement;
6) Location; and
7) Who's willing to bear the risk.

The rates listed below are broken into major regions of the province. The variability in the price is basically due to the above factors.

CASH RENT CROPLAND

OPERATION	LOCATION	MOST COMMON - 1988	RANGE -1989	MOST COMMON - 1989	AVERAGE 1989
	Region 1				
	Irrigated	$30-65/ac	$20-68/ac	$25-50/ac	$35/ac
	Non Irrigated	$12-25/ac	$7-30/ac	$10-25/ac	$18/ac
	Region 2	$15-25/ac	$8-50/ac	$20-30/ac	$25/ac
	Region 3	$10-30/ac	$10-47/ac	$25-35/ac	$30/ac
	Region 4	$10-25/ac	$8-35/ac	$15-25/ac	$20/ac
	Region 5	$11-30/ac	$4-40/ac	$15-30/ac	$22/ac
April 1989 Total Reports 283	Region 6	$7-20/ac	$5-30/ac	$8-20/ac	$15/ac

LENGTH OF LEASES

YEARS	CASH %	CHANGE FROM 1988 %	CROP SHARE %	CHANGE FROM 1988 %
1	71	+ 2	55	- 2
2	3	- 1	5	+ 1
3	17	+ 1	20	+ 1
4	2	0	4	0
5	7	- 2	13	0
>5		0		

TYPE OF LEASE

REGION %	CASH %	CHANGE FROM 1988 %	CROP SHARE %	CHANGE FROM 1988 %
1	55	+ 2	45	- 2
2	53	+ 2	47	- 2
3	61	- 2	39	+ 2
4	62	- 4	33	+ 4
5	64	- 3	36	+ 3
6+	84	+ 6	16	- 6

CROPSHARE ARRANGEMENTS

Region	Number of Leases	Cropshare (in Per Cent)		Notes
		Landlord	Tenant	
1	1	20	80	
	2	25	75	Landlord pays tax & water if irrigated.
	26	33	67	Landlord and tenant split fertilizer
	1	40	60	and chemicals in 12 of 33 agreements.
	3	50	50	
2	1	17	83	
	3	25	75	Landlord and tenant split fertilizer
	32	33	67	and chemicals in 14 of 39 agreements.
	3	40	60	
		50	50	
3	3	25	75	
	18	33	67	Landlord and tenant split fertilizer
	2	50	50	and chemicals in 15 of 23 agreements.
4	2	25	75	
	12	33	67	Landlord and tenant split fertilizer
	1	40	60	and chemicals in 8 of 16 agreements.
	1	50	50	
5		20	80	
		25	75	Landlord and tenant split fertilizer
	21	33	67	and chemicals in 14 of 21 agreements.
		50	50	
6	4	20	80	
	9	25	75	Landlord and tenant split fertilizer
	9	33	67	and chemicals in 5 of 23 agreements.
		50	50	

Surveyed April, 1989
Total Reports 147

CASH RENT - PRIVATE PASTURE

Location	Most Common - 1988	Range - 1989	Most Common - 1989	Average 1989
Region 1	$10.00-15.00/AUM	$12.00-15.00/AUM	$12.00-15.00/AUM	$13.50/AUM
Region 2	$ 8.00-15.00/AUM	$ 6.00-20.00/AUM	$12.00-14.00/AUM	$12.00/AUM
Region 3	$11.00-15.00/AUM	$ 6.00-19.00/AUM	$12.00-16.00/AUM	$14.00/AUM
Region 4	$ 5.00-10.00/AUM	$ 7.00-17.00/AUM	$10.00-11.00/AUM	$10.00/AUM
Region 5	$ 7.00-10.00/AUM	$ 7.00-10.00/AUM	$ 7.00-10.00/AUM	$10.00/AUM
Region 6	$ 5.00-16.00/AUM	$ 6.25/AUM	$ 6.25/AUM	$ 6.25/AUM

Surveyed April 1989
Region 6 only one reply
Total Reports 58

PROVINCIAL GRAZING RESERVES

REGION	# OF RESERVES/REGION	TOTAL ACREAGE /REGION	RATE/ AUM 1988	RATE/AUM FOR 1989
Lethbridge	2 (Irrigated)	17,547	$13.10	$13.55
	1 (Non-Irrigated)	33,163	$10.55	$10.40
Medicine Hat	2 (Irrigated)	45,658	$13.10	$13.53
	2 (Non-Irrigated)	152,741	$10.55	$10.46
West Central	6	93,342	$ 9.45	$ 9.33
Edmonton	3	66,426	$ 9.45	$ 9.35
St. Paul	5	100,007	$ 9.45	$ 9.35
Peace River	5	120,642	$ 7.80	$ 7.73
Grande Prairie	5	75,493	$ 7.80	$ 7.73

CROWN LAND

REGION	TOTAL ACREAGE	RATE/AUM 1988	RATE/AUM 1989
Southern	3,100,000	$ 2.46	$ 2.32
Central	800,000	$ 2.05	$ 1.93
North	1,800,000	$ 1.23	$ 1.16

POINTS TO CONSIDER IN A CUSTOM HIRING AGREEMENT

Custom hiring is a business arrangement. As in all business arrangements, the agreement should outline the rights and duties of all the parties involved. A written agreement is advisable to avoid misunderstandings in case of a dispute. The following points should be considered in a custom hiring agreement.

Operations: The agreement should provide a description of the exact operations to be performed by the parties and the machines, materials and labor to be supplied by each party.

Timeliness: Significant losses can occur if an operation is not started or completed on time. To facilitate planning, a custom hiring agreement should include a schedule of operations for both parties. Such a schedule would be subject to weather conditions and crop maturity. Reasonable notice should be provided by each party when circumstances alter the schedule for operations.

Rate Schedule: The custom operator, for each operation to be performed, should stipulate his rate on the basis of acreage, time (week, day, hour) or total operation performed.

Payment: The agreement should stipulate the terms of payment for custom operations. The custom operator should bill the client on completion of each custom operation indicating the actual units (acres, hours, etc.) completed, the rate charged per unit, the total charge and the due date for payments.

Down-Time: The parties should consider a clause in the agreement, regarding responsibility for down-time as a result of machine breakdown.

Termination: The agreement should include a clause for a minimum period of notice for termination. A penalty should be stated for unjustified termination of the agreement.

Liability: The parties should consider a clause stipulating the responsibility for liability claims as a result of damage to personal property.

Management: The custom agreement should secure provisions that the custom operator will employ acceptable management practices in his operations.

For additional information and sample agreements for the above, refer to the publication "Custom Farming Agreement", Alberta Agriculture, Agdex 817-10.